

Message Text

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PAGE 01 DHAHRA 01113 311803Z

64

ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 /018 W
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R 311300Z AU 76
FM AMCONSUL DHAHRAN
TO SECSTATE WASHDC 4968
INFO USDOC WASHDC
AMEMBASSY CAIRO
AMEMBASSY KUWAIT

UNCLAS DHAHRAN 1113

E.O. 11652: N/A

TAGS: BEXP, KU, SA, EG

SUBJECT: PROPOSED STATE OF ILLINOIS IOGA TRADE MISSION

REF: STATE 209103, KUWAIT 3831, DHAHRAN A-7

1. POST BELIEVES ILLINOIS IOGA TRADE MISSION CAN HAVE INTERESTING AND PROFITABLE STAY IN EASTERN PROVINCE OF QCIDI ARABIA. FIRMS FROM ILLINOIS' CONSTRUCTION EQUIPMENT AND SUPPLIES INDUSTRY SHOULD BE RECEIVED WITH CONSIDERABLE INTEREST, GIVEN BUILDING BOOM CURRENTLY BEING EXPERIENCED LOCALLY. WE SECOND EMBASSY KUWAIT'S REQUEST (SEE KUWAIT REFTEL) REGARDING MORE INFORMATION AS TO PRODUCTS AND PRICES BEFORE FINAL EVALUATION CAN BE MADE. NOT CERTAIN, FOR EXAMPLE, THAT FIRMS FROM HOTEL EQUIPMENT INDUSTRY WILL FIND LOCAL MARKET VERY THICK HERE UNLESS THEY ARE OFFERING WIDE SPECTRUM OF PRODUCTS. HOTELS PRESENTLY OPERATING HERE WILL BE INTERESTED IN ADDITIONAL EQUIPMENT BUT MOST OF NEW HOTELS, NOW IN PLANNING STAGE, ARE TO BE WITH INTERNATIONAL CHAINSWHO, TRADITIONALLY, HANDLE ALL MATERIALS PROCUREMENT.

2. IF ILLINOIS TRADE MISSION WILL MAKE DHAHRAN STOPOVER, IT IMPORTANT THAT HOTEL RESERVATIONS FOR MISSION BE OVJE 2-3 MONTHS IN ADVANCE OF ITS ARRIVAL. IBETTER IF POST MAKES RESERVATIONS ON BEHALF OF MISSION SO THAT IT WILL HAVE FULL CONTROL OVER THAT ASPECT OF VISIT. DEPARTMENT SHOULD ADVISE STATE OF ILLINOIS THAT MEMBERS OF TRADE MISSION CANNOT USE CREDIT CARDS AT LOCAL HOTELS AND, CONSEQUENTLY, THEY SHOULD BRING TRAVELLERS CHECKS TO COVER

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THEIR LODGING EXPENSES DHAHRAN.

3. REQUEST DEPARTMENT TO BRING CONTENTS OF REPAIR TO ATTENTION OF ORGANIZERS OF ILLINOIS IOGA TRADE MISSION AND ASK THEM TO CONSIDER THAT THEIR MISSION USE OCCASION OF ITS VISIT TO INVITE EASTERN PROVINCE CHAMBER OF COMMERCE (EPCC) TO SEND RETURN MISSION TO ILLINOIS. TRADE MISSION SPONSORS SHOULD NOTE THAT EPCC EXTREMELY HOSPITABLE TO VISITING TRADE MISSIONS AND INVITATION AS SUGGESTED ABOVE, WOULD BE IMPORTANT TOOL TO FORGE THE TYPE OF BUSINESS RELATIONSHIP WHICH WE ASSUME STATE OF ILLINOIS WOULD LIKE TO HAVE HERE. AS DEPT. IS AWARE, INDIANA AND PENNSYLVANIA HAVE BOTH EXPRESSED INTEREST IN REVERSE MISSION AND ILLINOIS WOULD BE LOGICAL STOP ON ITINERARY OF PROPOSED US VISIT OF LOCAL SAUDI BUSINESSMEN.
BUSHNELL

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*** Current Handling Restrictions *** n/a

*** Current Classification *** UNCLASSIFIED

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 31 JUL 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976DHAHRA01113
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: n/a
Errors: n/a
Film Number: D760330-1246
From: DHAHRAN
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t197607102/aaaaggbp.tel
Line Count: 79
Locator: TEXT ON MICROFILM, TEXT ON-LINE
Office: ACTION NEA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 76 STATE 209103, 76 KUWAIT 3831, 76 DHAHRAN A-7
Review Action: RELEASED, APPROVED
Review Authority: hackerp0
Review Comment: n/a
Review Content Flags:
Review Date: 15 APR 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <15 APR 2004 by ThomasVJ>; APPROVED <03 JAN 2005 by hackerp0>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: <DBA CORRECTED> gwr 970924
Subject: PROPOSED STATE OF ILLINOIS IOGA TRADE MISSION
TAGS: BEXP, EG, KU, SA
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006